

PREFERS TEST TO RACE

Roy D. Chapin Takes New View of Auto Development

USES HIGH SPEED DRIVERS

Their Instructions Are to Break Cars, if Possible, in 20,000-Mile Trial.

At a gathering of motor car officials during the recent show, R. D. Chapin, a leading figure in American automobile circles and president of the Hudson Motor Car Company, struck a new note on the question of racing in a statement answering rumors and queries regarding the position of some of the nation's great automobile institutions.

A. E. Ranney, the local Hudson dealer, told of the idea yesterday. A substitute for the grid of the 100 to 200 mile road race was explained by Mr. Chapin. While racing drivers are employed in the innovation, the motorist gets the same result as to acquiring knowledge of the powers of a car, but in another way.

"Builders of automobiles learned all they know in motor car construction from racing," Mr. Chapin said. "I am a sincere believer in race competition from the standpoint of good sport, for I am a believer in the public's interest in sports. In race driving there is perhaps a 10 per cent element of luck. The driver's skill and ability count for 65 per cent of the result of a race on the average. The car's merit is accountable for approximately 25 per cent of the average racing victory. Expert drivers themselves are authorities for the statement that a poor car in the hands of a skillful man will generally win over a poor driver handling a good car."

"Race driving has been a wonderful teacher of what is correct in motor car construction. Our substitute school of automobile building consists of placing our models in the hands of racing drivers. At high speed these men put these cars through vigorous trials over the worst road conditions to be found. For a year before the 1912 Hudson models were announced publicly these tests were conducted. The roads of ten states, the Allegheny Mountains and Southern Canada were utilized."

"In races the driver nurses his car, tries to conserve its power. In our substitute for racing the drivers are under instructions to 'break them' if they can. There is sound business sense behind our idea. We spend a goodly percentage of what it costs us to support a racing team in this work. Were it necessary to redesign a car, after the motorist had discovered its flaws, the cost would be much greater than the expense of these trials."

"It pays to find out before the car is public property exactly what it will do. We would rather find the flaws and remedy them before a single car of any model is shipped than to have the purchaser tell us about it. In our substitute for the teachings of racing we will put a car over 20,000 miles at train speed. The stress of such trials is equivalent to 40,000 miles in the hands of the average driver, who uses his car about 10,000 miles a year. So that means four years' use of the car is the equivalent of such a trial."

"We have been at this sort of thing almost since the inception of the company. We find it pays. It develops a superior automobile and prevents mistakes. In the case of our 1912 models it was not found necessary, after the race drivers had completed their trials, to make a single change from the basic design."

M'LEAN WINS TWO RACES

Chicago Skater Victor in Canadian Championships.

Montreal, Feb. 1.—Robert McLean, of Chicago, the American champion, won two of the six races here today at the Canadian amateur skating championship meet. McLean finished first in the mile and half-mile and was second in the 220 yards and 440 yards.

The races were skated at the grounds of the Montreal Amateur Athletic Association in a thirty-mile wind, with a temperature below zero.

The summary follows:

220 yards (championship)—Won by W. H. Jackson, Montreal; R. McLean, Chicago, second; A. O'Sickey, Cleveland, third. Time, 0:22.24.

440 yards (championship)—Won by R. T. Logan, Montreal; R. McLean, second; W. Gunderson, third. Time, 0:40.15.

880 yards backwards (open)—Won by R. McLean, Montreal; R. T. Logan, second; W. Gunderson, third. Time, 1:48.15.

One-mile championship—Won by R. McLean, Montreal; R. T. Logan, second; W. Gunderson, third. Time, 3:26.25.

Two miles (championship)—Won by R. L. Wheeler, A. O'Sickey, second; D. Drew, third. Time, 7:38.

MONTCLAIR SWIMMERS WIN

Bennett Fails to Stave Off Defeat for St. Paul's Schools.

The swimming team of St. Paul's School, of Garden City, was defeated by the Montclair Academy squad in a dual meet at Montclair, N. J., yesterday. The score was 35 to 15.

The New Jersey school had a well-balanced team, and won first places in three of the five events. The two first for the Long Island school are credited to Dick Bennett, its interscholastic star, who besides took a second and third place, earning thirteen of St. Paul's eighteen points. Bennett entered every contest in an effort to pull up the score of his team mates.

Alfred Mathiasen, the Montclair captain, was an important factor in the victory of his team. He won the twenty-five-yard race and was second in the fifty-yard swim to Bennett, the winner. The two star swimmers held the anchor relay for their respective teams and it proved a spirited duel between them.

St. Paul's was ten yards behind at the beginning of the fourth relay, but Bennett gave Mathiasen a bitter fight, only to be beaten by two yards. The time was 1 minute 3 seconds.

The summaries follow:

Fifty-yard swim—Won by Bennett, St. Paul's; Mathiasen, Montclair, second; Anderson, Montclair, third. Time, 0:27.55.

Twenty-five-yard swim—Won by Mathiasen, Montclair; Bennett, St. Paul's, second; Kerr, Montclair, third. Time, 0:12.25.

100-yard swim—Won by Bennett, St. Paul's; Lane, Montclair, second; Stopenhager, Montclair, third. Time, 1:06.

Div. for form—Won by Youngman, Montclair; Dietjen, Montclair, second; Bennett, St. Paul's, third.

Relay race—Won by Montclair, with Lane, Kerr, Hart and Mathiasen; St. Paul's, with Carroll, Chandler, Roche and Bennett, second. Time, 1:30.

Final swim—Montclair Academy, 35; St. Paul's School, 15.

AUTOMOBILES TO RENT.

AMBULANCES (PERCE) FOR

conveyances carried rate, \$5 and \$10 in Manhattan and 50 cents mile outside.

Frank E. Campbell 23 ST. TEL. 1394 CHL.

ONE MORE EXAMPLE OF RELIABILITY OF AUTOMOBILE FOR TRAVEL EVEN OVER UNBEATEN PATHS IN COLORADO.



Looking down the black canyon of the Gunnison River, a drop of two thousand feet.

A NEW ANGLE TO SERVICE

Buick Idea Is to Keep All Cars in Proper Condition.

Some of the experiences which led up to the establishment by the Buick Motor Company of its free monthly inspection service were related yesterday by Arthur L. Newton, sales manager of the firm. They go to show that a little help, especially to inexperienced users, may often mean the difference between satisfaction and the opposite frame of mind.

"For instance, a doctor who had recently purchased one of our runabouts had splendid service from it for the first week or ten days," said Mr. Newton. "He was away from home a few days, and upon his return decided that the car was not running as well as it should. He took it to a local garage man, who ran up a good sized bill, and finally told him that the car would have to be taken apart and gone all over."

"The doctor called us on the telephone and explained his troubles. We asked him to run the car in and let us start him right again. On examination we found that some one had removed the spring from the carburetor, and in its place had inserted a very crude coil of stove pipe wire. The rods that open and close the valves had been adjusted so that not more than half of the new gas could enter the cylinders or half of the exhaust gases escape, and the intake pipe had been removed, and in replacing it the set screws which hold it against the cylinders had not been tightened, thereby allowing raw air to enter the cylinders with the mixed gas. All this we were able to remedy in a few minutes, and the car is now running perfectly."

"Another man purchased a car, ran it four days, and on Sunday morning invited his neighbor, who had owned a car three years, to come over and see it. The experienced neighbor motorist at once began to show him how to adjust the carburetor and magneto, with the result that the car would not climb hills, a feature for which Buicks are noted. He brought the car to us, and we found the mixture so rich and the magneto jump so far apart that it was a wonder he ever reached our building."

NOVEL USE FOR MOTORCYCLE.

A Salina, Kan., wire chief, who has many calls to repair country phones, not only uses the motorcycle to carry him quickly to the point of trouble, but he is saved the inconvenience of carrying an entire telephone equipment. He merely takes a receiver and a coil of twisted pair wire—the motorcycle does the rest.

The motorcycle is of the battery type, so in order to test the wire all the chief has to do is to open the line and connect the line wires to the motorcycle by means of the pair wires.

To call central he pedals a few times and connects the receiver to the wire.

AUTOMOBILES.

AUTOMOBILES.

A SATISFIED AUTOMOBILE ADVERTISER

CARL H. PAGE AND COMPANY

CHALMERS CARS

BROADWAY AT 50TH STREET
NEW YORK CITY

January 24, 1913

New York Tribune.
New York City.
New York.

Gentlemen:

It may interest you to know that on the 12th of January we had an advertisement in your paper, offering Chalmers Used Cars for sale.

We also had the same ad., in three other Metropolitan news papers, and out of the four, the New York Tribune was the second best in giving us results.

We are pleased to make this acknowledgment.

Yours very truly,
CARL H. PAGE AND COMPANY.
H. H. Stanley
Mgr. Used Car Department.

Unusual Merit in Cushion Tire Recently Introduced

Overman Equipment Appeals to Many Owners of High Class Cars.

Of the various new types of automobile tires recently introduced in this city, none has excited more interest than the Overman, which was widely demonstrated during the recent show. The Overman is of the cushion type, combining to a certain extent the flexibility afforded by a pneumatic tire with the safety from blow-outs that is one of the advantages of a solid tire. In addition it is claimed to have perfect non-skidding properties, and this feature alone will induce motorists to investigate its merits closely.

The new tire is V-shaped, and the wide end is fastened to a rim of special design, in which square locking blocks eliminate the risk of the tire being pulled from the wheel in turning or through expansion, due to high speed. A triangular opening is provided in that part of the tire next the rim, but apparently there is no undue weakness of the adjacent walls, which has been a detriment in other types of more or less similar construction.

The strength of the side walls lies in the scientific distribution of the rubber throughout, so that it possesses equal flexibility at all points. As a result the bending of the tire under the stress of use occurs on easy lines from tread to rim, in a manner harmless to the rubber.

Steel steadiness and control with quick braking action are secured as a result.

While the average owner of a large car is averse to the use of any type of tire other than the pneumatic, the Overman is the equipment used by several prominent owners. It is giving the best of satisfaction on cars of nearly every well known make, including Frederick G. Bourne's Rolls-Royce limousine and Renault runabout, J. B. Taylor's Pierce-Arrow and Packard touring cars, W. Albert Pease's Stoddard-Dayton, Douglas B. Wesson's Stearns-Knight touring car, Mrs. J. C. Thornton's Stearns-Knight limousine, J. G. Oxnard's Renault limousine, Alexander M. White's Packard touring car and A. J. Mason's National touring car. It has also been used with success on ambulances and delivery vehicles.

TO TALK ON MOTORCYCLING

Sauer, of American Federation, to Make Lecture Tour.

"The Motorcycle and the F. A. M." will be the subject of the series of transcontinental lectures to be given by J. Leo Sauer, of New York, in his two months' trip, beginning about March 1, under the direction of the Federation of American Motorcyclists.

Mr. Sauer is chairman of the legal ac-

AUTOMOBILES.

Before You Purchase a Motor Truck

Ask for particulars as to plan of selling you a One, Two or Three ton truck on terms less than daily rental and a year's guarantee.

Universal Motor Truck Co.
148 West 63rd Street.
Phone Columbus 5900.

Newark Club Opposes Change in Motor Law

Will Be Represented at the Meeting of Protest.

LICENSE FEES HIGH NOW

Secretary Has Figures Showing That Motorists of State Are Unhappy Enough.

The lining up of automobile clubs in New Jersey against the policy of State Motor Vehicle Commissioner J. H. Lippincott, who has recommended several changes in the present motor vehicle law of that state, goes merrily on. The latest is the Newark Motor Club, which has sent out a call for its members to attend the protest meeting of the Associated Automobile Clubs of New Jersey, to be held in Newark next Thursday night, when concerted action will be taken against the suggested legislation.

Secretary Claude E. Holgate of the Newark Motor Club in his call has directed attention to some of Commissioner Lippincott's recommendations which he says motorists should oppose. It would seem to the layman, he asserts, that the commissioner is trying to make a name for himself by his activity, but he declares the efforts are directed along the wrong lines. He says the commissioner is either jumping at conclusions or is ill advised. He says he would rather cooperate with the automobilists than oppose them. With regard to the suggested increase in license fees Secretary Holgate says:

"The commissioner says he wants to bring the license standard up to a higher basis, so that it will conform to that of New York and Pennsylvania. The motorist of New Jersey is already compelled to pay considerably more than what his brother automobilist pays in New York for similar privileges. Take the average car, say, 30 horsepower, and valued around \$1,500, as an example. In New Jersey the fee for registration is \$15. In addition to this, figure in two driving licenses (which is the average for a family) at \$4 each, and an amount of \$5 is added, making a total of \$32, which goes to the motor vehicle department. Now, in addition to this the Jersey car owner is compelled to pay a property tax of \$2.04 a hundred, and with a \$1,500 car this adds another \$30.90, making a total of \$62.90 that a Jerseyman has to pay for the privilege of owning and driving a 30-horsepower car in his state."

"Now, let us see what they tax him for the same car over in New York. In the first place, the registration fee is \$10; the renewal fee for a driver's license is \$2 and

for two persons in one family this comes to \$4, making a total of \$14 that a New Yorker has to pay, as there is no personal property tax. This is a big contrast with the \$32.90 here in Jersey."

"Then, the threat of the commissioner to withdraw reciprocity, after it has been in use less than a year, and has been the means of so much good to the state, sounds foolish. The thought of coming back to our former archaic policy is abhorrent to every good citizen, whether he owns an automobile or not. It took long enough to get Jersey into the 'motoring union' by establishing reciprocity, without rushing pell-mell to undo the good that was done. Instead of talking of repealing the fifteen-day reciprocity clause, which has not only been the means of increasing the revenues of the state motor vehicle department, but has also brought wealth to all classes of business, the efforts should be directed toward increasing the length of time that might be enjoyed in New Jersey by a non-resident motorist. Other states have found this to be good from a civic standpoint, and a good business proposition as well."

FEAR TARIFF REDUCTION

Lower Duty on Foreign Cars Is Plea of Importers.

No one group of business men in the country is more interested in the inauguration of President-elect Wilson than the American automobile manufacturers. Of this class the New York dealers are perhaps more concerned than any other section of the industry's selling agents, for the reason that a majority of foreign built cars sold in the United States find a market here.

That the automobile men have reason to be apprehensive lies in the possibility of a big reduction in the duty on foreign automobiles. It is known that the importers are working for a reduction of import duty from 45 to 25 per cent. If this is accomplished, it is estimated that foreign cars are sold in New York City for less than 10 per cent more than the dealers in the higher priced American cars, are more interested than any one else, save, perhaps, the makers of the cars.

"There is more real trade competition, and under a far greater handicap, attached to the automobile business in New York than any other business in the country," says W. C. Poertner, one of the representative automobile dealers in the New York trade.

"To lower the duty on foreign cars would mean that all the American cars selling at \$3,000 and upward would automatically have added to the number of its competitors eight or ten foreign cars. In my opinion, the New York market—or, in fact, the American market—cannot possibly stand one more car than is now being made and sold."

NO LONGER A VENTURE

Buyer Doesn't 'Take a Chance' with a Motor Truck.

GIVES EFFICIENT SERVICE

One Firm Still Operating Vehicles Which Were Installed Three Years Ago.

A few years ago a merchant who purchased a motor truck to replace his horse-and-wagon system of delivery was venturing. He was "taking a chance" or "tackling a sporting proposition," to his own way of thinking, in making such a radical change from the order of things as they were. This is no longer true, as the figures recently compiled in various cities prove it. The statement of the Chicago department store head is interesting and important in this regard.

His firm now operates fifteen gasoline trucks and three electric, the Chicagoan says. The first was purchased in July, 1908, and at that time the deal was regarded very much as an experiment. Today, with two more seasons doing the work it formerly required twelve to accomplish, and with the single truck making three trips to the two possible under the old system, there is nothing venturesome about it.

While the change from the horse to the motor as transportation power has thus far been gradual, the statement continues, the invasion of the trucks from now on will be more rapid. Merchants are now investing in trucks, not auspiciously, as heretofore, but with confidence that they will effect a saving over present transportation cost, and an increase in radius of operation, which, of course, calls for increased business.

The firm in question purchased its trucks with calculation that they would last three years, thus allowing a depreciation of 33.3 per cent a year. Now it finds that, with but a few months remaining for the allotted time of the first eight put into commission to expire, none of these vehicles will have outlived its usefulness, and the service they give hereafter will be profit to the owners.

This is the whole secret of the success of the motor truck. The vehicles are being honestly constructed, to give the maximum of value for the money invested in them. In our own plant we build our trucks as substantially as a locomotive, with particular attention to details which overcome the hardships and abuses to which delivery vehicles are subjected on the rough pavements and in the heavy traffic of our cities. There are scores of Gramm trucks being operated in Chicago and not one has been found wanting.

AUTOMOBILES.

AUTOMOBILES.

AUTOMOBILES.

BUICK MOTOR CARS ARE THE STANDARD BY WHICH ALL AUTOMOBILES MUST BE MEASURED

THE **Buick** ENDURANCE CHALLENGE

Buick Cars hold the greatest proven endurance and mileage records. We have repeatedly challenged and here again CHALLENGE any other company selling motor cars to furnish names and addresses of as many owners who have run their cars 25,000, 50,000, 75,000 or 100,000 miles. When you go out to purchase a motor car put this statement to a test. Mileage determines the value of your automobile investment.

Buick Performance Counts

Buick Cars hold the world's record for endurance and long life. Twenty Buick Cars have run 2,286,000 miles, a distance of over ninety times around the globe.

Buick Reserve Power Is Acknowledged Wherever Motor Cars Are Run

Buick endurance is largely due to reserve power and reserve power is the result of correct design, good materials, careful workmanship and the knowledge we have gained by experience during the last nine years, while building 111,000 Buick Cars in our own shops, the largest automobile factory in the world.

Buick Cars climb nearly all the hills on high gear, and easily develop fifty miles per hour speed. Other moderate price cars change gears when any real hills are encountered, and strain to do forty miles per hour speed. This steady drain on their vitality dooms them to a short life.

Reserve Power

If Buick Cars which are more flexible are only required to travel as far and as fast, they do the work much easier, change gears less and use less gas. This explains why Buick Cars give satisfactory service for thousands of miles after other moderate price cars are worn out, and why they give as much power after two or three years' use as 90 per cent of the moderate-priced cars give when new.

Buick the Best Investment

Buick Cars will run 1,000 or 100,000 miles over hills or any roads with more certainty and on less fuel than any motor cars that receive the same care. If any car is entitled to a buyer's choice, on the ground of reputation, mileage value, flexibility, finish and achievement, it is the BUICK. 1913 Buicks more thoroughly and more completely outclass other moderate price cars than ever before.

Owners That Investigate

The New York and Boston Fire Departments have recently given us repeat orders for 1913 Buick Cars. The Fire Departments of 40 other large cities are now using Buick Cars.

THE U. S. GOVERNMENT, CITY OF NEW YORK, STANDARD OIL CO., WESTERN ELECTRIC CO., SINGER SEWING MACHINE CO., NATIONAL CASH REGISTER CO., FIFTH AVE. COACH CO., and hundreds of other equally discriminating purchasers use Buick Cars.

Guarantee

The Buick one-year guarantee and no charge monthly inspection system is backed by a financially responsible branch house that will cheerfully care for your car after you become a customer of the Buick Motor Company. The knowledge we have gained while building up the greatest automobile retail business in New York is worth your serious consideration.

Demonstrations

Let a demonstration in a Buick Car over the hills of the Buick Route be the standard by which you judge automobiles. We furnish fur coats and robes that will keep you warm, and Buick Cars run well in any weather.

BUICK MOTOR COMPANY

Broadway and 55th Street
New York

222 Halsey Street
Newark, N. J.

42 Flatbush Avenue
Brooklyn, N. Y.

THE TRIBUNE Reaches the Better Class—Those Who Can Afford and Do Purchase Automobiles.